

APPENDIX A

Note, the eye directions listed below are from the point of view of an observer.

From <http://www.dreamweb.ch/don/nlp.htm>

Eye accessing cues:

When someone's eyes move in a certain direction, you can say if he's thinking is visual, auditory or kinaesthetic.

Vr - Visual remembered: (eyes up to the right): When someone sees images as he has seen them before. He remembers something and visualizes it.

Vc - Visual constructed: (eyes up to the left): Someone sees images of things he has never seen before. He's using his fantasy.

Ar - Auditory remembered: (eyes to the right side): Someone remembers sounds heard before.

Ac - Auditory constructed: (eyes to the left side): Someone constructs sounds he has never heard before.

Ad - Auditory digital: (eyes down to the right): Someone is talking to himself.

K - Kinaesthetic: (Eyes down to the left): Someone feels emotions, sense of touch or muscle movement.

DRAWINGS

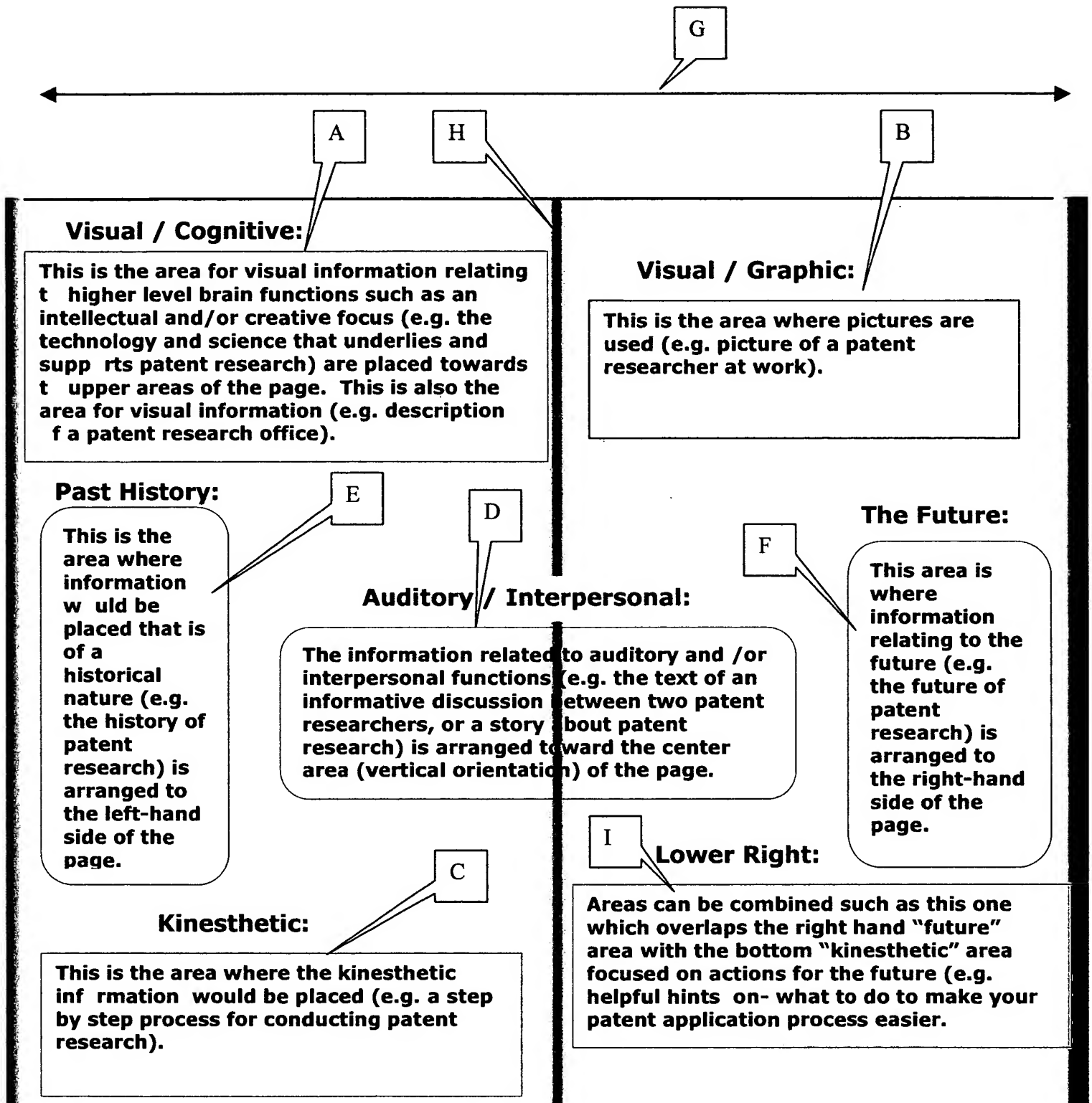


FIGURE 1